

INPUT

1989 FEDERAL INFORMATION SYSTEMS AND SERVICES PROGRAM CONFERENCE

CONVERTING OBSTACLES INTO OPPORTUNITIES

June 7 & 8, 1989
Marriott Tysons Corner
McLean, VA

CONFERENCE AGENDA

Wednesday
June 7

| | |
|---------------|---|
| 8:15 - 9:00 | <i>Conference Registration and Continental Breakfast</i> |
| 9:00 - 9:15 | Welcome John E. Frank, Vice President, INPUT |
| 9:15 - 10:05 | Federal Government Market, GFY1989-1994 John E. Frank |
| 10:05 - 10:20 | <i>Coffee</i> |
| 10:20 - 11:10 | Information Systems Strategies and Directions at DLA Bobby Parsons, Deputy Assistant Director, Office of Telecommunications and Information Systems, Defense Logistics Agency |
| 11:10 - 11:25 | <i>Coffee</i> |
| 11:25 - 12:15 | Effective Contractor Use in Departmental Modernization John McKenna, Acting Director, Office of Information Systems and Telecommunications, Department of Veteran Affairs |
| 12:15 - 1:30 | <i>Lunch</i> |



CONFERENCE AGENDA

Wednesday (Cont.)

June 7

- | | |
|-------------|---|
| 1:30 - 2:20 | Federal Computer Security Environment Lynn McNulty, Associate Director, Computer Security, National Institute for Standards and Technology |
| 2:20 - 2:35 | <i>Coffee</i> |
| 2:35 - 3:25 | A Grand Design Strategy—Tax System Redesign Margaret O'Rourke, Director, Office of Design, Internal Revenue Service |
| 3:25 - 3:40 | <i>Coffee</i> |
| 3:40 - 4:30 | Federal Microcomputer Market James F. Kerrigan, Director, Federal Information Systems and Services Program, INPUT |
| 4:30 - 5:05 | FISSP Dialogue |
| 5:05 - 7:00 | <i>Wine and Cheese Reception</i> |



CONFERENCE AGENDA

Thursday
June 8

- | | |
|---------------|---|
| 8:30 - 9:00 | <i>Continental Breakfast</i> |
| 9:00 - 9:50 | Graduating from 8 (a) Emmit McHenry, CEO, Network Solutions |
| 9:50 - 10:05 | <i>Coffee</i> |
| 10:05 - 10:55 | Penetrating Federal Systems Integration Don Fitzpatrick, COO, Technology Applications, Inc. |
| 10:55 - 11:10 | <i>Coffee</i> |
| 11:10 - 12:00 | Systems Integration: Federal vs. Commercial Doug Wilder, Director, Systems Integration Program, INPUT |
| 12:00 - 12:15 | Conference Wrap-Up John E. Frank |
| 12:15 | <i>Lunch</i> |
| 1:15 | <i>Conference Ends</i> |

GMKT 4/19/89



INPUT

Federal Information Systems &
Services Conference

June 7-8, 1989

Tysons Corner Marriott Hotel, VA

**Register today
by calling
415-961-3300
or 703-847-6870**

Fee Schedule

The regular conference fee is \$750.00; (no discount for second attendees). Per their contract, subscribers to INPUT's Federal Information Systems & Services Program may send three representatives at no charge. Additional attendees from the same company, \$250.00.

Registration Form

Yes! Please sign me up for the Federal Information Systems & Services Conference, June 7-8, 1989 at Tysons Corner Marriott Hotel, VA.

- ☐ Check enclosed in the amount of \$ _____
- ☐ Bill me in the amount of \$ _____ on Purchase Order # _____.
Payment must be received before conference.
- ☐ Federal Information Systems & Services Program client attending at no charge.

Name: _____

Title: _____

Company: _____

Address: _____

City: _____ State _____ Zip _____

Telephone: (_____) _____ Signature: _____

(Please duplicate this form for additional attendees and return the forms together)

Conference space is limited! To ensure your reservations, either mail this form to Janet Storie, Conference Coordinator, INPUT, 1280 Villa Street, Mountain View, CA 94041-1194, or call her at (415) 961-3300.

You can also FAX your registration to us at (415) 961-3966.

Hotel reservation information will be sent upon receipt of this form.

Cancellations must be in writing. Cancellations received between May 8 and May 26 will be assessed a \$50 cancellation fee. No refunds will be given after May 26, 1989.



**1989 FEDERAL INFORMATION SYSTEMS AND SERVICES
PROGRAM CONFERENCE**

June 7&8, 1989

**Marriott Tysons Corner
McLean, Virginia**

CONVERTING OBSTACLES INTO OPPORTUNITIES

Wednesday, June 7

| | |
|---------------|--|
| 8:15 - 9:00 | Registration - Continental Breakfast |
| 9:00 - 9:15 | "Welcome" - John E. Frank, Vice President, INPUT, Inc. |
| 9:15 - 10:05 | "Federal Government Market, GFY1989-1994" John E. Frank |
| 10:05 - 10:20 | Break |
| 10:20 - 11:10 | "Information Systems Strategies and Directions at DLA" Bobby Parsons Deputy Assistant Director Office of Telecommunications and Information Systems Defense Logistics Agency |
| 11:10 - 11:25 | Break |
| 11:25 - 12:15 | "Effective Contractor Use in Departmental Modernization" John McKenna Acting Director Office of Information Systems and Telecommunications Department of Veteran Affairs |
| 12:15 - 1:30 | Lunch |
| 1:30 - 2:20 | "Federal Computer Security Environment" Lynn McNulty Associate Director Computer Security National Institute for Standards and Technology |
| 2:20 - 2:35 | Break |



2:35 - 3:25 "A Grand Design Strategy--Tax System
Redesign"
Margaret O'Rourke
Director, Office of Design
Internal Revenue Service

3:25 - 3:40 Break

3:40 - 4:30 "Federal Microcomputer Market"
James F. Kerrigan
Director, Federal Program
INPUT, Inc.

4:30 - 5:05 FISSP Dialogue

5:05 - 7:00 Wine and Cheese Reception

Thursday, June 8

8:30 - 9:00 Continental Breakfast

9:00 - 9:50 "Graduating from 8(a)"
Emmit McHenry
CEO
Network Solutions

9:50 - 10:05 Break

10:05 - 10:55 "Penetrating Federal Systems Integration"
Don Fitzpatrick
COO
Technology Applications, Inc.

10:55 - 11:10 Break

11:10 - 12:00 "Systems Integration: Federal vs.
Commercial"
Doug Wilder
Director, Systems Inegration Planning
Service
INPUT, Inc.

12:00 - 12:15 "Conference Wrap Up"
John E. Frank, INPUT, Inc.

12:15 Lunch



INPUT[®]

8298 Old Courthouse Road, Vienna, VA 22182 (703) 847-6870

FAX (703) 847-6872

June 9, 1989

Mr. Mark Kastan
THE TYSONS CORNER MARRIOTT
8028 Leesburg Pike
Vienna, Virginia 22180

Dear Mark:

This letter is in reference to the INPUT Federal Information Systems and Services Program conference held at the Tysons Marriott on June 7 & 8, 1989. The accommodations, quality of the food, and friendliness of the Marriott staff were all a large contribution for making this conference a success. THANK YOU!

There was only one problem with equipment during the conference. The 35mm projector that we rented from the Marriott had a lightbulb burn out during a presentation; however, Jarvis Berry and Steve Hill of the audio visual department responded to this crisis with superb timeliness. The 35mm projector was repaired within minutes and the audience commented on how fast the projector was repaired.

I look forward to INPUT's next conference and working with you again.

Sincerely,

INPUT, Inc.



Barbara A. Fisher
Conference Coordinator

/baf

cc: Mr. Larry Guest



INPUT, INC.

8298 C, OLD COURTHOUSE RD.
VIENNA, VA 22180
(703) 847-6870

PURCHASE ORDER**№ 00226**

This Purchase Order Number must appear on
all invoices, Shipping Papers, Packages, and
Correspondence.

Date June 7, 1989

TO • THE TYSONS CORNER MARRIOTT

Project Code GOV9

Ship To _____

DATE REQUIRED: ASAP

| QUANTITY ORDERED | | DESCRIPTION | PRICE | AMOUNT |
|--|--|--|-------------------|----------|
| | | June 7th & 8th Federal Information Systems and Services conference, INCLUDED: Cont. breakfast, coffee breaks, lunch, audio visual equipment rental, foom rental for Wednesday ^{only} and reception on Wednesday. | | 9,119.44 |
| AUTHORIZED SIGNATURE <i>J.E. Drenth / Reviewed w Peter C</i> | | | TOTAL AMOUNT ▶ | 9,119.44 |



REQUEST FOR CHECK

PAYABLE TO THE TYSONS CORNER MARRIOTT

DATE June 7

NO. _____ 19 89

DRAW CHECK ON WASHINGTON FIRST NATIONAL BANK - Imprest Account BANK

| ITEM | ACCOUNT AFFECTED | AMOUNT | |
|---|------------------|----------|--|
| June 7th & 8th Federal Information Systems and Services conference. | | 9,119.44 | |
| INCLUDED: Cont. breakfast, coffee breaks, lunch, audio visual equipment rental, room rental for Wednesday and reception on Wednesday. | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |

MAIL ☒ WILL CALL ☐ WAITING ☐

PREPARED BY B. Fisher

APPROVED [Signature]

CHECK NO.

DELIVER TO





HOTELS•RESORTS

Tysons Corner Marriott

8028 Leesburg Pike
Vienna, Virginia 22180
(703) 734-3200

June 26, 1989

Ms. Barbara Fisher
Input
8298-C Old Courthouse Road
Vienna, Virginia 22180

Dear Barbara:

On behalf of the entire staff of the Tysons Corner Marriott Hotel I would like to thank you for allowing us to accommodate your event on June 7, 1989. I do hope that the level of services we provided did meet all your expectations.

Barbara, the attached form provides you with an opportunity to critique your visit with us. Once reviewed by our corporate offices, the form will be returned to me so I can ensure that we are providing the highest level of service and accommodations for you - our most important guest.

Thank you for choosing the Tysons Corner Marriott Hotel. Your comments will certainly make a difference.

Sincerely,

Mark P. Kastan /clm

Mark P. Kastan
Director of Catering

/clm
enclosure



Sixty Years of Hospitality 1927-1987



MARRIOTT HOTELS 3803470

BANQUET DEPARTMENT

C-609

GROUP INPUT

FUNCTION MEETING/LUNCHEON

SALON CD

ROOM RAFFLES

THURS. DATE

6/8/89

BILLING 8296-C OLD COURTHOUSE RD.

ADDRESS VIENNA, VA 22180

DIRECT BILL

BARBARA FISHER

MPK 847-6870

| COVERS | | AMOUNT |
|--------|-------------------------------|------------|
| 100 | CLASSIC CONT. @ \$ 8.95pp++ | 895.00 |
| 100 | COFFEE @ \$ 2.25pp++ | 225.00 |
| 100 | LUNCH BUFFET @ \$ 13.95pp++ | 1,395.00 |
| | SERVICE @ 18% | 452.70 |
| | | |
| | | |
| | AUDIO VISUAL @ \$ 260.00 | 260.00 |
| | | |
| | | |
| | | |
| | | |
| | | |
| | 4.5% SALES TAX ON \$ 3,227.70 | 145.25 |
| TOTAL | | \$3,372.95 |

ACCOUNTING



MARRIOTT HOTELS
BANQUET DEPARTMENT

3803456

C-6009

GROUP INPUT

| FUNCTION | RECEPTION |
|---|-----------|
| 1. The first step in the process of receiving information is the reception of the signal. | |
| 2. The signal is then processed by the receiver. | |
| 3. The receiver then outputs the signal to the user. | |
| 4. The user then receives the signal. | |
| 5. The signal is then processed by the receiver. | |
| 6. The receiver then outputs the signal to the user. | |
| 7. The user then receives the signal. | |
| 8. The signal is then processed by the receiver. | |
| 9. The receiver then outputs the signal to the user. | |
| 10. The user then receives the signal. | |

ROOM SALON EF DAY WED. DATE 6/7/89

BILLING 8298-C OLD COURTHOUSE RD.
ADDRESS VIENNA, VA 22180

DIRECT BILL

BARBARA FISHER MPK 847-6870

[illegible]

CUSTOMER COPY



DEPARTMENT

INPUT

FUNCTION MEETING/LUNCHEON

ROOM SALON CO

RAFFLES

DAY WED.

DATE 6/7/89

BILLING

ADDRESS 8298-C OLD COURTHOUSE RD.
VIENNA, VA 22182

DIRECT BILL

BARBARA FISHER MPK 847-6870

| COVERS | | AMOUNT |
|--------|--------------------------------------|----------|
| 100 | CLASSIC CONT. @ \$ 8.95pp++ | 895.00 |
| 100 | COFFEE @ \$ 2.25pp++ | 225.00 |
| 100 | SOFT DRINKS, COFFEE @ \$ 3.00pp++ | 300.00 |
| 100 | LUNCH BUFFET @ \$ 16.00pp++ | 1,600.00 |
| | SERVICE @18% | 543.60 |
| | | |
| | | |
| | AUDIO VISUAL @ \$ 260.00 | 260.00 |
| | | |
| | SETUP FEE @ \$ 300.00+ | 300.00 |
| | TAX @ 6.5% | 19.50 |
| | | |
| | 4.5% SALES TAX ON \$ 3823.60 | 172.06 |

TOTAL \$4,315.16

ACCOUNTING

BANQUET DEPARTMENT

GROUP INPUT

FUNCTION RECEPTION

ROOM SALON EF

DAY WED.

DATE 6/7/89

BILLING

ADDRESS 8298-C OLD COURTHOUSE RD.
VIENNA, VA 22180
DIRECT BILL

BARBARA FISHER MPK 847-6870

| COVERS | | AMOUNT |
|--------|------------------------------|--------|
| | VEG. & DIP @ \$ 75.00++ | 75.00 |
| | INTER. CHEESES @ \$ 105.00++ | 105.00 |
| 100 | MUSHROOMS @ \$ 160.00++ | 160.00 |
| 100 | MEATBALLS @ \$ 130.00++ | 130.00 |
| 100 | EGG ROLLS @ \$ 130.00++ | 130.00 |
| 100.0 | SHRIMP @ \$ 195.00++ | 195.00 |
| | SERVICE @ 18% 795.00 | 143.10 |
| | | |
| | | |
| | | |
| | | |
| | | |
| | 4.5% SALES TAX ON \$ 938.10 | 42.22 |

TOTAL 980.32

ACCOUNTING



Thank you for choosing the Tysons Corner Marriott Hotel on your trip to the Washington, D.C./Northern Virginia area. We trust your stay was enjoyable, and hope to see you again soon. At your convenience we would certainly appreciate your comments on our "Will You Let Me Know" form. We appreciate your business and continued patronage.

| | | | | |
|------------|---------------|----------------------|-------------|-------------|
| ROOM | INPUT | NAME | 00 00/00/00 | ACCT# |
| | | | RATE | DEPART |
| TYPE | DATE | FIRM OR GROUP | PLAN | ARRIVE |
| | 75 | 8298-C OLD COURTHOUS | | |
| | | VIENNA VA | | |
| ROOM CLERK | 22182 | PAYMENT | | 1815 |
| DATE | REFERENCE | CHARGES | CREDITS | BALANCE DUE |
| 06/07 | BQ-LOCAL 3454 | 4315.16 | | |
| 06/07 | BQ-LOCAL 3455 | 980.32 | | |
| 06/07 | BQ-LOCAL 3456 | 451.01 | | |
| 06/08 | BQ-LOCAL 3470 | 3372.95 | | |

9119.44

The undersigned agrees to make immediate payment upon receipt of statement. In the event such payment is not made within 25 days after receipt of the original statement, it is agreed that the hotel may immediately impose a LATE PAYMENT CHARGE at the rate of 1 1/2% per month (ANNUAL RATE 18%), or the maximum allowed by law, on the unpaid balance, and the reasonable cost of collection, including attorney fees.

Signature X _____

TYSONS CORNER **Marriott**

8028 Leesburg Pike
Tysons Corner, Virginia 22180
(703) 734-3200



TYSONS CORNER **Marriott**

8028 Leesburg Pike, Tysons Corner, Virginia 22180 (703) 734-3200

INPUT
ATTN/BARBARA FISHER
8298-C OLD COURTHOUSE RD
VIENNA VA 22182

DATE 06/12/85
ACCT# BQ 1815

PLEASE RETURN THIS PORTION WITH YOUR REMITTANCE \$

| DATE | REFERENCE | CHARGES | CREDITS | BALANCE DUE |
|-------|-----------|---------|---------|-------------|
| 06/09 | INPUT | 9119.44 | | 9119.44 |
| | | | | 9119.44 |

THANK YOU FOR USING THE TYSONS CORNER MARRIOTT HOTEL

| CURRENT | 30 TO 60 DAYS | 60 TO 90 DAYS | OVER 90 DAYS | TOTAL DUE |
|---------|---------------|---------------|--------------|-----------|
| 9119.44 | .00 | .00 | .00 | 9119.44 |

Payment is due immediately upon receipt of statement. In the event such payment is not made within 25 days after receipt of the original statement, the Hotel may immediately impose a LATE PAYMENT CHARGE at the rate of 1 1/2% per month (ANNUAL RATE 18%), or the maximum allowed by law, on the unpaid balance, and the reasonable cost of collection, including attorney fees. Please contact us immediately if you have any questions regarding this statement.



TYSON'S CORNER MARRIOTT BANQUET EVENT ORDER

SALES OR CATERING
BEO #: 1309
ACCT #:
PAGE 1 OF 1

FUNCTION DAY/DATE: Wednesday, June 7, 1989
ORGANIZATION: Input

POST AS: Same
BILLING ADDRESS: 8298-C Old Courthouse Road, Vienna, Virginia 22180 2

CONTACT: Ms. Barbara Fisher/Mr. James F. Kerrigan
INHOUSE CONTACT: Ms. Barbara Fisher/Mr. James F. Kerrigan
BUSINESS PHONE: 847-6870

HOME PHONE:

BOOKED BY: MPK *MPK*

DATE TYPED: April 3, 1989

EXPECTED: 110 GUARANTEED: SET:

GUARANTEE OF ATTENDANCE IS REQUIRED 72 HOURS PRIOR TO FUNCTION
OTHERWISE, EXPECTED NUMBER WILL BECOME THE GUARANTEE

| TIME | FUNCTION | LOCATION |
|----------------|--------------|----------|
| 8:00am-8:30am | Registration | |
| 8:30am-5:15pm | Meeting | |
| 12:15pm-1:15pm | Luncheon | Raffles |

8:00AM - CLASSIC CONTINENTAL -

Chilled Fruit Juices
Sliced Seasonal Fruits
Selection of Breads Served with Butter and Preserves
Yogurt, Sliced Fresh Fruit
Freshly Brewed Coffee, Herbal Teas, Decaffeinated Coffee
\$8.95++ Per Person

10:00AM - COFFEE BREAK -

Freshly Brewed Coffee, Herbal Teas, Brewed Decaffeinated Coffee
\$2.25++ Per Person

1:15PM - COFFEE BREAK -

Freshly Brewed Coffee, Herbal Teas, Decaffeinated Coffee
Assortment of Soft Drinks and Zeltzer Seltzers
\$3.00++ Per Person

*NOTE - Check with contract at 9:00am and 3:15pm on refresh of the coffee.

LUNCHEON BUFFET

Tossed Garden Salad
Pasta Salad
Zucchini and Tomato Vinaigrette
Fresh Fruit Cocktail
Beef Bourignonne
Sliced Roast Turkey
Filet of Sole
Buttered Egg Noodles
Broccoli Polonaise
Honey Glazed Carrots
Fresh Rolls and Butter
Assorted Pies
Coffee, Tea, Decaf
\$16.00++ Per Person



EXTRA ITEMS AND ARRANGEMENTS

MEETING ROOM ARRANGEMENTS

Schoolroom Style Seating
(1) Registration Table(s) with (2)
Chair(s) and Waste Basket w/house phone
(Place registration tbl before the
buffet table)
(1) 6'X 30" Table(s) in the rear of room
30 x 30 Table up front
Complimentary Water, Glasses, Pads, Pencils
and Candy
NO ASHTRAYS OR MATCHES *except in last (2)
Rows in the Set-up*

AUDIO VISUAL

10' Screen @ \$50.00+
35mm Projector at \$40.00+
Drape Kit @ \$35.00+
(2) Safelock Stands at \$10.00+
Lavalier Microphone at \$20.00+
Standing Podium with Light and Microphone
at \$20.00+
Overhead Projector @ \$40.00+
Mixer @ \$40.00+

LUNCHEON ROOM ARRANGEMENTS

Existing Set-up
Existing Furniture

LINEN

Banquet Manager's Choice of Linen

BILLING INSTRUCTIONS

Direct Bill
Setup Fee: \$300.00

++Indicates that 18% Service Charge and 4.5% Sales Tax Will Be Added

SIGNATURE: PACunningham for John E. Frank VP
IF IN AGREEMENT, PLEASE SIGN ONE COPY AND RETURN

TYPIST: clm
FILE #: input.beo



TYSON'S CORNER MARRIOTT BANQUET EVENT ORDER

SALES OR CATERING

BEO #: 1309
ACCT #:
PAGE 1 OF 1

FUNCTION DAY/DATE: Wednesday, June 7, 1989
ORGANIZATION: Input

POST AS: Same
BILLING ADDRESS: 8298-C Old Courthouse Road, Vienna, Virginia 22180

CONTACT: Ms. Barbara A. Fisher / Mr. James F. Kerrigan
INHOUSE CONTACT: Ms. Barbara A. Fisher / Mr. James F. Kerrigan
BUSINESS PHONE: 847-6870

HOME PHONE:

BOOKED BY: mpk

DATE TYPED: April 3, 1989

EXPECTED: 110 GUARANTEED: SET:

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| TIME | FUNCTION | LOCATION |
|---------------|-----------|----------|
| 5:15PM-7:00PM | Reception | |

Reception Menu

FRESH VEGETABLES

Creatively Displayed with Choice of
Peppercorn Dip
Medium: \$75.00++

INTERNATIONAL CHEESES

Assorted Domestic and Imported Cheeses
Decorated with Fresh Fruits, Crackers
and French Bread
Medium: \$105.00++

(100) Stuffed Mushroom Caps @ \$160.00++

(100) Meatballs Italiano @ \$130.00++

(100) Egg Rolls with Oriental Sauce @ \$130.00++

(100) ICED JUMBO SHRIMP

Served with Cocktail Sauce and Lemon Wedges
\$195.00++ Per 100 Pieces

HOST BAR

Beer, Wine, Soft Drinks & Perrier Only

Heineken Beer @ \$2.75++ ea.

Michelob Beer @ \$2.50++ ea.

Bud Lite @ \$2.50++ ea.

Wine @ \$2.50++ ea.

Perrier @ \$1.50++ ea.

Soft Drinks @ \$1.50++ ea.

EXTRA ITEMS AND ARRANGEMENTS

RECEPTION ROOM ARRANGEMENTS

Lounge Style Seating
Hors d'Oeuvres Table
Ficus Trees

BILLING INSTRUCTIONS

Direct Bill

++Indicates that 18% Service Charge and 4.5% Sales Tax Will Be Added

SIGNATURE: *P.A. Cunningham for John E. Frank VP*

IF IN AGREEMENT, PLEASE SIGN ONE COPY AND RETURN

TYPIST: CLM

FILE #: INPUT.BEO



TYSON'S CORNER MARRIOTT BANQUET EVENT ORDER

SALES OR CATERING

BEO #: 1309

ACCT #:

PAGE 1 OF 1

FUNCTION DAY/DATE: Thursday, June 8, 1989
ORGANIZATION: Input

POST AS: Same
BILLING ADDRESS: 8298-C Old Courthouse Road, Vienna, Virginia 22180

CONTACT: Ms. Barbara Fisher/Mr. James F. Kerrigan
INHOUSE CONTACT: Ms. Barbara Fisher/Mr. James F. Kerrigan
BUSINESS PHONE: 847-6870

HOME PHONE:

BOOKED BY: MPK **DATE TYPED:** April 3, 1989

EXPECTED: 110 GUARANTEED: SET:

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8:00AM - CLASSIC CONTINENTAL -

Chilled Fruit Juices
 Sliced Seasonal Fruits
 Selection of Breads Served with Butter and Preserves
 Yogurt, Sliced Fresh Fruit
 Freshly Brewed Coffee, Herbal Teas, Decaffeinated Coffee
 \$8.95++ Per Person

10:00AM - COFFEE BREAK -

Freshly Brewed Coffee, Herbal Teas, Brewed Decaffeinated Coffee
 \$2.25++ Per Person

*NOTE - Check with contact at 9:00am to refresh coffee break.

LUNCHEON BUFFET

EXECUTIVE EXPRESS

Platters of Sliced Roast Beef, Ham, Tuna Salad,
 American and Swiss Cheese
 Sliced Tomatoes and Lettuce
 Assorted Relishes
 Cole Slaw
 Pasta Salad

Appropriate Condiments
 Assorted Breads and Luncheon Rolls
 Cookies and Brownies

Freshly Brewed Coffee, Herbal Teas, Decaffeinated Coffee
 \$13.95++ Per Person



EXTRA ITEMS AND ARRANGEMENTS

MEETING ROOM ARRANGEMENTS

Schoolroom Style Seating
(1) Registration Table(s) with (2)
Chair(s) and Waste Basket w/house phone
(1) 6'X 30" Table(s) in the rear of room
30 x 30 Table up front
Complimentary Water, Glasses, Pads, Pencils
and Candy
NO ASHTRAYS OR MATCHES *except for the last*
(2) rows of the set-up.

AUDIO VISUAL

10' Screen @ \$50.00+
35mm Projector at \$40.00+
Drape Kit @ \$35.00+
(2) Safelock Stands at \$10.00+
Lavalier Microphone at \$20.00+
Standing Podium with Light and Microphone
at \$20.00+
Overhead Projector @ \$40.00+
Mixer @ \$40.00+

LUNCHEON ROOM ARRANGEMENTS

Existing Set-up
Existing Furniture

LINEN

Banquet Manager's Choice of Linen

BILLING INSTRUCTIONS

Direct Bill
Setup Fee: \$200.00+

++Indicates that 18% Service Charge and 4.5% Sales Tax Will Be Added

SIGNATURE: *P.A. Cunningham for J.E. Frank VP*
IF IN AGREEMENT, PLEASE SIGN ONE COPY AND RETURN

TYPIST: clm
FILE #: input.beo

*If the guaranteed number of guests for
each day exceeds 90 people then the set-up fee
of \$200.00 on the second day will be waived.*

Mark P. Keston





Tysons Corner Marriott

8028 Leesburg Pike
Vienna, Virginia 22180
703/734-3200

Ms. Barbara Fisher
Input
8298-C Old Courthouse Road
Vienna, VA 22182

Dear Ms. Fisher:

We are delighted that you have selected the Tysons Corner Marriott to host your guests attending your Seminar. We are certainly looking forward to extending Marriott Hospitality to each one of your attendees.

The following represents our understanding of your requirements for your review and approval. Please sign and return the enclosed duplicate copy by May 10, 1989, at which time we will consider this a definite agreement.

ESPECIALLY PREPARED FOR: INPUT

BY: ERIC G. EALY
EXECUTIVE MEETING MANAGER

TYSONS CORNER MARRIOTT
8028 Leesburg Pike
Vienna, Virginia 22180
(703)734-3200 X6107

GROUP CONTACT: MS. BARBARA FISHER
8298 OLD COURTHOUSE ROAD ✓
VIENNA, VA 22182
703-847-6878

| | | |
|--------|--------------|--------------|
| DAY: | WEDNESDAY | THURSDAY |
| DATE: | JUNE 7, 1989 | JUNE 8, 1989 |
| ROOMS: | 25 | 0 |

RATES

We are pleased to confirm the following net, noncommissionable rates to be in effect over the above dates:

Singles: \$110.00
Doubles: \$110.00
Triples: \$110.00
Quad: \$110.00

These rates do not include applicable taxes, currently 6.5%.

Initial BF



Input
May 1, 1989
Page 2

RESERVATION METHOD:

*guests will be calling your
hotel directly*
As I understand, your guests will be sent reservation cards to make their own reservations. Cards must be received prior to May 24, 1989, and identified as being with the Input Seminar. After May 24, 1989, any unused rooms will be released with additional reservations being accommodated on a space and rate available basis only.

GUARANTEED RESERVATIONS

All reservations will be held until 6:00 pm, unless accompanied by a first night's room deposit or the number of major credit card and the expiration date.

METHOD OF PAYMENT/GUEST ROOMS:

Your attendees will be responsible for all of their own charges; all accounts should be settled individually at check-out time.

CHECK-IN/CHECK-OUT TIMES:

Please note that our check in time is 4:00 pm, and check-out time is 1:00 pm. We will do our best to accommodate anyone arriving prior to 4:00 pm as soon as rooms become available.

Initial *RJ*



Input
May 1, 1989
Page 3

ACCEPTANCE

The outlined format and dates are being held for you on a definite basis. Please initial each page, sign, and return the enclosed copy of this agreement by May 10, 1989 to serve as our definite, mutual agreement.

Ms. Fisher, I'm looking forward to working closely with you on this important event. I shall be calling you periodically to keep updated on the progression of your plans, and to provide any relative assistance you might need. In the meantime, if you have any questions, please do not hesitate to call me.

Kindest regards,

Eric G. Ealy

Eric G. Ealy
Executive Meeting Manager

APPROVED AND ACCEPTED FOR:

Input, Inc.
By: Betha Fisher
Title: Secretary
Date: 5/8/89



**1989 FEDERAL INFORMATION SYSTEMS AND SERVICES
CONFERENCE
ATTENDEE LIST**

3Com Corporation

Hank Barnes
Jim Honsman
Dick Stark

American Management Systems

Debra DelMar
Rich Brumback
Bob Smout

Apple Computer, Inc.

Lisa Jones
Greg Shuk
Eric Reed

Andersen Consulting

Van Hitch
Ray Fox
Lauren Binn

AT&T Federal Systems Division

Wayne Pacine
Maryann Spillman
Betsy Miller

AT&T Information System

Lynn Trinchera
Richard McMahon
Mary Ida Rolape
Julie Bitzer
Tom Keveny

Automated Sciences Group, Inc.

Linda Allen
Conrad Hipkins
Art Holmes

Bell Atlantic

Robert Geldmacher
W.R. Graeff
Ginger L. Garvey
Pat D'Innocenzo

BIIN Federal Systems, Inc.

James R. Watson
John Garber, Jr.



Boeing Computer Services

Paul Proswimmer
JoAnne Williams
Phil DuPriest

Booz-Allen & Hamilton

Steve Hudson
Dave Routenberg
M. Dorris

Computer Sciences Corporation

Wayne Kelly
Anne Friel

COMSAT Systems Division

Bonnie Maher

Contel Federal Systems

Phil Dugandzic
Merry Ellen Korpan
Carina Slepian

Control Data Corporation

Art Wiesemann
Marie Holness
Dean Paquette

Data General

Richard Boas

Digital Equipment Corporation

Ellen Law
Joseph Koscielniak

Digital Equipment Corporation

Gary Moore
Mark Hendricks
Sue McKeown

Electronic Data Systems

Sam Morgan

Executive Resource Assoc.

Linda Wilkins
Peter DeMeo
Allen Brother

G.E. Information Services

Harry T. Rainey

GTE Telecom

Dianne Van Beber



Grumman Data Systems

Robert Wolf
Barbara Flaherty
Forrest Siburt

Harris Corporation

Roland Moseley
F.J. Lovaglio
L.D. Overvold

Hewlett Packard

Jim Poffel

Hughes Aircraft Company

William Wellman
Jim Hardy
Donald Ormand

IBIS Corporation

John Sullivan
Ron Bennis
Jack Kellogg

IBM

Ed Barbour
Doyle Winters
Keith Stewart

IBM Information Systems

Maury Coggins
Steve Gutzman
Marty Ellman

Litton Computer Service

Joe Wagner
Kathy Colvard
Gayle Williams

Lockheed Missiles & Space Co.

Gene Isaman - June 8th
Richard Greenstein
Art Oberhofer - June 7th
Carolyn Hollander

Martin Marietta

Steve Thomson
Steve Rubin
Jim Schroer

Microsoft Corporation

Karl Brown
Paul Burden
Ingo Heel



NCR Corporation

Tom Tettmer
Blaise Fannuchi
Russ Puuri

National Systems & Research

Aldonna Thompson
Robert L. Cox
Sherrie Larson

Network Solutions

John Marshall
Donald Ross
Edward Kainer

Newbridge Networks Inc.

Carrie Donnelly
Doug Fisher
Lisa Brady or Darlene Greenhaw

Northern Telecom

Oracle Corporation

Riley Repko
Sarah Kennedy
Rohan Champion

Oracle Complex Systems

Ken Jones
Steve Jacek
Neele Johnston

RJO

George Futch
Frances Greene
Larry McNeil

SAIC

Buzz Henifin
Lou Taynton
Phong Ngo

Sequent Computer Systems, Inc.

Carol Whitacre
Adra Betzig
Chris Meurer

Stratus Computer, Inc.

Steve Lazerowich
Frank Johnson
Robert Loaguin Willis



Sybase

Ben Martindale
Annette Kerlin
Larry Lawrence

System Center

Bill Follin
Steve Bixler

Tandem

Rose Marie D'Agostino
Brian Heagney
Li Garcia-Ballard

Technology Application, Inc.

Byron Gricius
Gerry Pastore
Michele Probst

Telos Information Systems

Bob Foster

TRW Space & Defense

Judith Roswell
Kate Tonstad
Bill Fentress

UNISYS

Ray McInnis
Clyde Merrow

UNISYS Federal Products Division

Jim Tully
George Wendt
Olen Akers

U.S. West

Ash Bizzul
Mary McGuire
Kirstie Coffman

Vanguard Technologies Corporation

Jennifer Collins
Don Reed
Joe Skovira

VSE Corporation

Carol Albritton
Joe Losquadro
Denise Diehl



Xerox

Gabriele McLaughlin - June 7th

Brent Carlson - June 8th

INPUT SPEAKERS

Defense Logistics Agency

Bobby Parsons

Department of Veteran Affairs

John McKenna

National Institute for Standards and Technology

Lynn McNulty

Grumman Data Systems

Jim Guinau

Network Solutions

Emmit McHenry

*

Technology Applications, Inc.

Don Fitzpatrick

INPUT STAFF

Toby Cooper

Barbara Fisher

John E. Frank

Lisa Hanover

James F. Kerrigan

Michael Kriz

Scott Lewis

Christopher Milner

Marie Schlegel

Maureen Schreiber

Douglas Wilder

Peter Cunningham



MARRIOTT HOTELS**3803470**

BANQUET DEPARTMENT

C-609

GROUP INPUT

FUNCTION MEETING/LUNCHEON

SALON CO

ROOM RAFFLES

DAY

THURS.

DATE

6/8/89

BILLING 8298-C OLD COURTHOUSE NO.

ADDRESS VIENNA, VA 22180

DIRECT BILL

BARBARA FISHER

MPK 847-6870

| COVERS | | AMOUNT |
|--------|-------------------------------|----------|
| 100 | CLASSIC CONT. @ \$ 8.95pp++ | 895.00 |
| 100 | COFFEE @ \$ 2.25pp++ | 225.00 |
| 100 | LUNCH BUFFET @ \$ 13.95pp++ | 1,395.00 |
| | SERVICE @ 18% | 452.70 |
| | | |
| | | |
| | | |
| | AUDIO VISUAL @ \$ 260.00 | 260.00 |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | 4.5% SALES TAX ON \$ 3,227.70 | 145.25 |

9P

TOTAL ▶ \$3,372.95

ACCOUNTING



C-609

CUSTOMER COPY



VIT HOTELS

3803454

DEPARTMENT

INPUT

FUNCTION MEETING/LUNCHEON

ROOM SALON CD

RAFFLES

DAY WED.

DATE 6/7/89

BILLING

ADDRESS 8298-C OLD COURTHOUSE RD.
VIENNA, VA 22182

DIRECT BILL

BARBARA FISHER MPK 847-6870

| COVERS | AMOUNT |
|--|----------|
| 100 CLASSIC CONT. @ \$ 8.95pp++ | 895.00 |
| 100 COFFEE @ \$ 2.25pp++ | 225.00 |
| 100 SOFT DRINKS, COFFEE @ \$ 3.00pp++ | 300.00 |
| 100 LUNCH BUFFET @ \$ 16.00pp++ | 1,600.00 |
| SERVICE @ 18% | 543.60 |
| | |
| | |
| AUDIO VISUAL @ \$ 260.00 | 260.00 |
| | |
| SETUP FEE @ \$ 300.00+ | 300.00 |
| TAX @ 6.5% | 19.50 |
| | |
| 4.5% SALES TAX ON \$ 3823.60 | 172.06 |

GP

TOTAL

\$4,315.16

ACCOUNTING

MARRIOTT HOTELS

3803455

BANQUET DEPARTMENT

GROUP INPUT

FUNCTION RECEPTION

ROOM SALON EF

DAY WED.

DATE 6/7/89

BILLING

ADDRESS 8298-C OLD COURTHOUSE RD.
VIENNA, VA 22180
DIRECT BILL

BARBARA FISHER MPK 847-6879

| COVERS | AMOUNT |
|------------------------------|--------|
| VEG. & DIP @ \$ 75.00++ | 75.00 |
| INNER. CHEESES @ \$ 105.00++ | 105.00 |
| 100 MUSHROOMS @ \$ 160.00++ | 160.00 |
| 100 MEATBALLS @ \$ 130.00++ | 130.00 |
| 100 EGG ROLLS @ \$ 130.00++ | 130.00 |
| 100 SHRIMP @ \$ 195.00++ | 195.00 |
| SERVICE @ 18% 795.00 | 143.10 |
| | |
| | |
| | |
| | |
| | |
| 4.5% SALES TAX ON \$ 938.10 | 42.22 |

TOTAL

980.32

ACCOUNTING



Thank you for choosing the Tysons Corner Marriott Hotel on your trip to the Washington, D.C./Northern Virginia area. We trust your stay was enjoyable, and hope to see you again soon. At your convenience we would certainly appreciate your comments on our "Will You Let Me Know" form. We appreciate your business and continued patronage.

| | | | | |
|------------|-------------------------|---------------|-------------|-------------|
| ROOM | INPUT | NAME | 00 00/00/00 | ACCT# |
| | | | RATE | DEPART |
| | | | | TIME |
| TYPE | BAND 6/7/89 | FIRM OR GROUP | PLAN | ARRIVE |
| | | | | TIME |
| | 75 8298-C OLD COURTHOUS | | | |
| | VIENNA | VA | | |
| ROOM CLERK | 22182 | ADDRESS | PAYMENT | 1815 |
| DATE | REFERENCE | CHARGES | CREDITS | BALANCE DUE |
| 06/07 | BQ-LOCAL 3454 | 4315.16 | | |
| 06/07 | BQ-LOCAL 3455 | 980.32 | | |
| 06/07 | BQ-LOCAL 3456 | 451.01 | | |
| 06/08 | BQ-LOCAL 3470 | 3372.95 | | |

9119.44

The undersigned agrees to make immediate payment upon receipt of statement. In the event such payment is not made within 25 days after receipt of the original statement, it is agreed that the hotel may immediately impose a LATE PAYMENT CHARGE at the rate of 1 1/2% per month (ANNUAL RATE 18%), or the maximum allowed by law, on the unpaid balance, and the reasonable cost of collection, including attorney fees.

Signature X _____

TYSONS CORNER **Marriott**

8028 Leesburg Pike
Tysons Corner, Virginia 22180
(703) 734-3200



TYSONS CORNER *Marriott*®

8028 Leesburg Pike, Tysons Corner, Virginia 22180 (703) 734-3200

INPUT
ATTN/BARBARA FISHER
8298-C OLD COURTHOUSE RD
VIENNA VA 22182

DATE 06/12/85
ACCT# BQ 1815

PLEASE RETURN THIS PORTION WITH YOUR REMITTANCE \$

| DATE | REFERENCE | CHARGES | CREDITS | BALANCE DUE |
|-------|-----------|---------|---------|-------------|
| 06/09 | INPUT | 9119.44 | | 9119.44 |
| | | | | 9119.44 |

THANK YOU FOR USING THE TYSONS CORNER MARRIOTT HOTEL

| CURRENT | 30 TO 60 DAYS | 60 TO 90 DAYS | OVER 90 DAYS | TOTAL DUE |
|---------|---------------|---------------|--------------|-----------|
| 9119.44 | .00 | .00 | .00 | 9119.44 |

Payment is due immediately upon receipt of statement. In the event such payment is not made within 25 days after receipt of the original statement, the Hotel may immediately impose a LATE PAYMENT CHARGE at the rate of 1½% per month (ANNUAL RATE 18%), or the maximum allowed by law, on the unpaid balance, and the reasonable cost of collection, including attorney fees. Please contact us immediately if you have any questions regarding this statement.



INPUT, INC.
8298 C, OLD COURTHOUSE RD.
VIENNA, VA 22180
(703) 847-6870

PURCHASE ORDER

№ 00226

This Purchase Order Number must appear on
all Invoices, Shipping Papers, Packages, and
Correspondence.

Date June 7, 1989

TO • THE TYSONS CORNER MARRIOTT

Project Code GOV9

Ship To

DATE REQUIRED: ASAP

| QUANTITY ORDERED | DESCRIPTION | PRICE | AMOUNT |
|---|--|-------------------|----------|
| | June 7th & 8th Federal Information Systems and Services conference. INCLUDED: Cont. breakfast, coffee breaks, lunch, audio visual equipment rental, foom rental for Wednesday ^{only} and reception on Wednesday. | | 9,119.44 |
| AUTHORIZED SIGNATURE <i>J.E. Brank / Received W Peter C</i> | | TOTAL AMOUNT ▶ | 9,119.44 |



REQUEST FOR CHECK

NO. _____

DATE June 7

19 89

PAYABLE TO THE TYSONS CORNER MARRIOTT

DRAW CHECK ON WASHINGTON
~~Kirsty Virginia Bank~~ - Imprest Account

BANK

| ITEM | ACCOUNT AFFECTED | AMOUNT | |
|---|---------------------|----------|--|
| | | | |
| June 7th & 8th Federal Information Systems and Services conference. | | 9,119.44 | |
| INCLUDED: Cont. breakfast, coffee breaks, lunch, audio visual equipment rental, room rental for Wednesday and reception on Wednesday. | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |

MAIL ☒ WILL CALL ☐ WAITING ☐

DELIVER TO

PREPARED BY B. Fisher

APPROVED [Signature]

CHECK NO. _____



June 26, 1989

Ms. Barbara Fisher
Input
8298-C Old Courthouse Road
Vienna, Virginia 22180

Dear Barbara:

On behalf of the entire staff of the Tysons Corner Marriott Hotel I would like to thank you for allowing us to accommodate your event on June 7, 1989. I do hope that the level of services we provided did meet all your expectations.

Barbara, the attached form provides you with an opportunity to critique your visit with us. Once reviewed by our corporate offices, the form will be returned to me so I can ensure that we are providing the highest level of service and accommodations for you - our most important guest.

Thank you for choosing the Tysons Corner Marriott Hotel. Your comments will certainly make a difference.

Sincerely,

Mark P. Kastan /clm

Mark P. Kastan
Director of Catering

/clm
enclosure



55



Barbara -
for your info
P.S. Please send any lists of attendees

☒ YES! I want to register for the INPUT conference(s) indicated below

1989 INPUT CONFERENCES

- ☐ Systems Integration I(April 11 & 12)
- ☐ Information Services Industry Executive(April 13 & 14)
- ☐ Customer Service—Europe(April 19 & 20)
- ☐ Electronic Data Interchange—Europe(May 11 & 12)
- ☐ Customer Service(June 1 & 2)
- ☒ Federal Information Systems and Services(June 7 & 8)
- ☐ Electronic Data Interchange—North America(July 18 & 19)
- ☐ INPUT's Annual Executive Conference(October 23-25)
- ☐ Multinational Networks(October 31 & November 1)
- ☐ Systems Integration II(November 2 & 3)
- ☐ Annual Executive Conference—Europe(November 15 & 16)

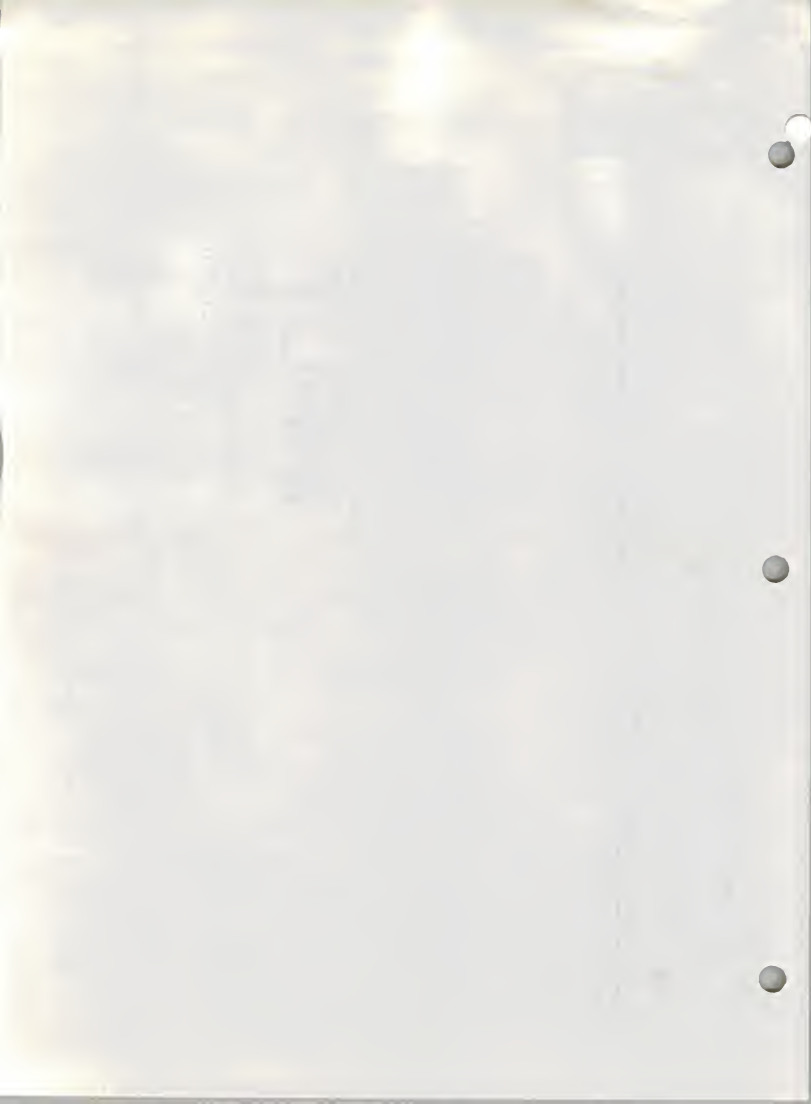
IBM Corporation

Company
Carolyn B. Newby (Carrie)
Name
Market Analyst, Market Development
Title
6600 Rockledge Drive
Address
Bethesda, Maryland 20817
City State ZIP
301/493-1537
Phone
Signature *Carolyn B. Newby*

- ☐ Check enclosed with this card
- ☐ Register me and bill my company on PO# _____
- ☒ I am an INPUT subscription program client, registering 1 attendees per my contract registering _____ attendees at the reduced rate
- ☐ I would like more information; please send me an agenda/brochure for the indicated conference(s)
- ☐ Please have a representative call me

INPUT®

1280 Villa Street
Mountain View, CA 94041
415-961-3300



INPUT

Federal Information Systems &
Services Conference
June 7-8, 1989
Tysons Corner Marriott Hotel, VA

Register today
by calling
415-961-3300
or 703-847-6870

Fee Schedule

The regular conference fee is \$750.00; (no discount for second attendees). Per their contract, subscribers to INPUT's Federal Information Systems & Services Program may send three representatives at no charge. Additional attendees from the same company, \$250.00.

Registration Form

Yes! Please sign me up for the Federal Information Systems & Services Conference, June 7-8, 1989 at Tysons Corner Marriott Hotel, VA.

- ☐ Check enclosed in the amount of \$ _____
☐ Bill me in the amount of \$ _____ on Purchase Order # _____.
Payment must be received before conference.
☒ Federal Information Systems & Services Program client attending at no charge.

Name: Bob Foster
Title: Vice President
Company: Teles Information Systems
Address: 950 Herdon Parkway Suite 450
City: Herdon State VA Zip 22070
Telephone: (703) 787-0882 Signature: _____

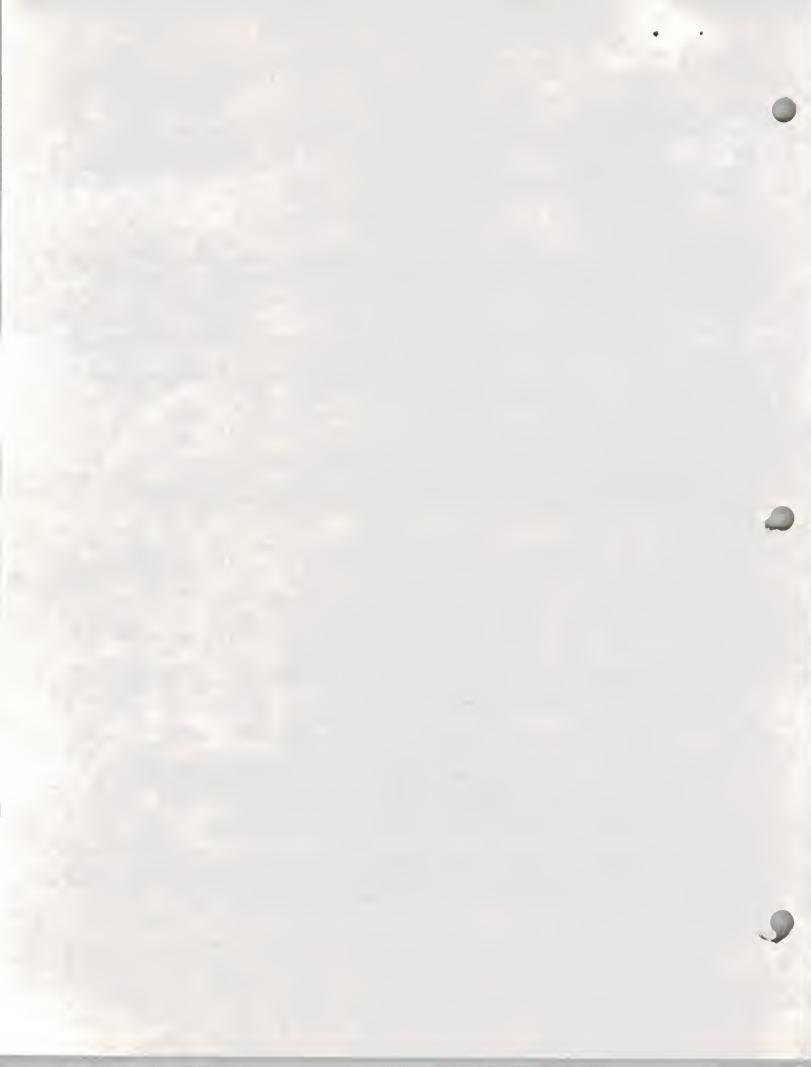
(Please duplicate this form for additional attendees and return the forms together)

Conference space is limited! To ensure your reservations, either mail this form to Janet Storie, Conference Coordinator, INPUT, 1280 Villa Street, Mountain View, CA 94041-1194, or call her at (415) 961-3300.

You can also FAX your registration to us at (415) 961-3966.

Hotel reservation information will be sent upon receipt of this form.

Cancellations must be in writing. Cancellations received between May 8 and May 26 will be assessed a \$50 cancellation fee. No refunds will be given after May 26, 1989.



☐ YES! I want to register for the INPUT conference(s) indicated below

1989 INPUT CONFERENCES

- ☐ Systems Integration I (April 11 & 12)
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☐ Customer Service—Europe (April 19 & 20)
☐ Electronic Data Interchange—Europe (May 11 & 12)
☐ Customer Service (June 1 & 2)
☒ Federal Information Systems and Services (June 7 & 8)
☐ Electronic Data Interchange—North America (July 18 & 19)
☐ INPUT's Annual Executive Conference (October 23-25)
☐ Multinational Networks (October 31 & November 1)
☐ Systems Integration II (November 2 & 3)
☐ Annual Executive Conference—Europe (November 15 & 16)

Telos Information Systems

Company

Bob Foster

Name

Vice President

Title

950 Hendon Parkway, Suite 450

Address

Hendon Virginia

City

703 787 0882

Phone

Signature



22070
ZIP

- ☐ Check enclosed with this card
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☐ Please have a representative call me

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Mountain View, CA 94041
415-961-3300



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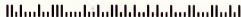
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INPUT[®]

1280 Villa Street

Mountain View, CA 94041-9912



Federal Information Systems & Services Conference
June 7-8, 1989
Tysons Corner Marriott Hotel

Fee Schedule

The regular conference fee is \$750.00. Subscribers to INPUT's Federal Information Systems & Services Program may send three representatives at no charge, per their contract. Additional attendees from the same company, \$250.00.

Registration Form

Yes! Please sign me up for the Federal Information Systems & Services Conference, June 7-8, 1989 at the Tysons Corner Marriott Hotel.

- () Check enclosed in the amount of \$ _____
() Bill me in the amount of \$ _____ on
Purchase Order # _____. Payment must be
received before conference.

☒ Federal Information Systems & Services Program client attending at no charge.

Name: ROBERT M. GELDMACHER

Title: DIRECTOR - NEW VENTURES

Company: BELL ATLANTIC

Address: 1100 WAYNE AVENUE #600

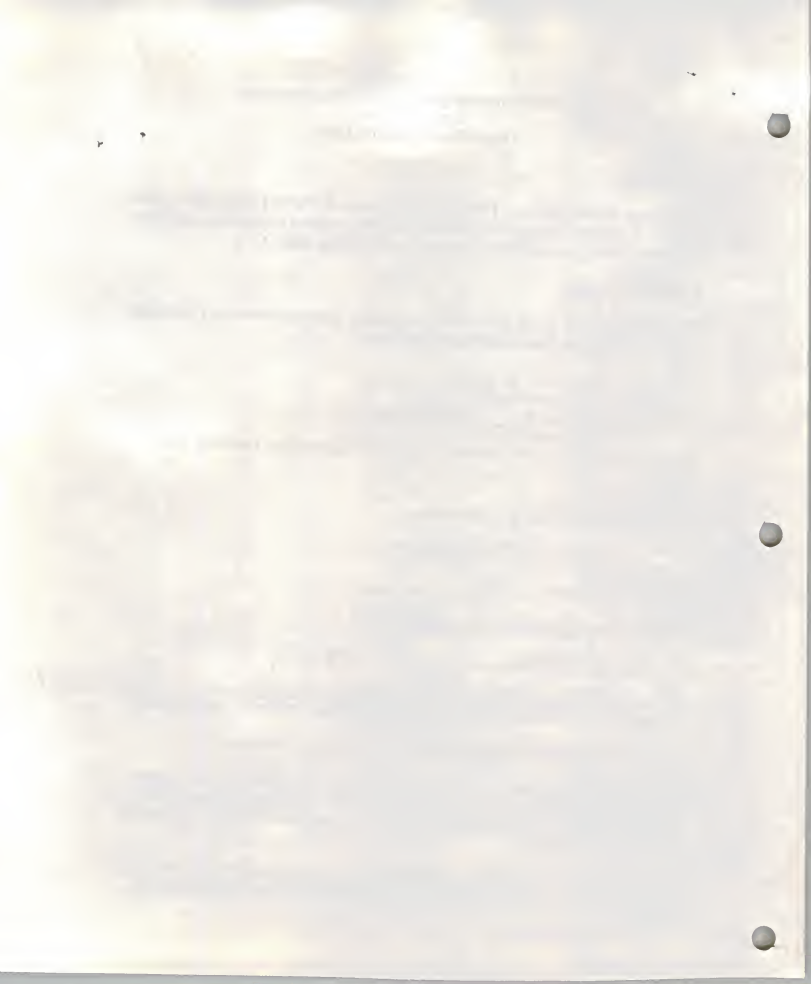
City: SILVER SPRING State MD Zip 20910

Telephone: (202) 484-9744 Signature: Robert M. Geldmacher by Susan McCarty
(Please duplicate this form for additional attendees and return the forms together)

Hotel reservation information will be sent upon receipt of this form.

Conference space is limited! To insure your reservations, either mail this form to Janet Storie, Conference Coordinator, INPUT 1280 Villa Street, Mountain View, CA 94041-1194, or call her at (415) 961-3300. You can also FAX your registration to us at (415) 961-3966

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☐ Information Services Industry Executive (April 13 & 14)
☐ Customer Service—Europe (April 19 & 20)
☐ Electronic Data Interchange—Europe (May 11 & 12)
☐ Customer Service (June 1 & 2)
☒ Federal Information Systems and Services (June 7 & 8)
☐ Electronic Data Interchange—North America (July 18 & 19)
☐ INPUT's Annual Executive Conference P2 (October 23-25)
☐ Multinational Networks (October 31 & November 1)
☐ Systems Integration II (November 2 & 3)
☐ Annual Executive Conference—Europe (November 15 & 16)

Company BELL ATLANTIC
Name ROBERT M. GELDMACHER
Title DIRECTOR - NEW VENTURES
Address 1100 WAYNE AVENUE, #600
City SILVER SPRING State MARYLAND ZIP 20910
Phone (202) 484-9675
Signature RM Geldmacher

- ☐ Check enclosed with this card
☐ Register me and bill my company on PO# _____
☒ I am an INPUT subscription program client, registering _____ attendees per my contract registering _____ attendees at the reduced rate
☐ I would like more information; please send me an agenda/brochure for the indicated conference(s)
☐ Please have a representative call me

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1280 Villa Street
Mountain View, CA 94041
415-961-3300



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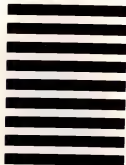
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INPUT

1280 Villa Street

Mountain View, CA 94041-9912



INPUT

Federal Information Systems &
Services Conference
June 7-8, 1989
Tysons Corner Marriott Hotel, VA

Register today
by calling
415-961-3300
or 703-847-6870

Fee Schedule

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Registration Form

Yes! Please sign me up for the Federal Information Systems & Services Conference, June 7-8, 1989 at Tysons Corner Marriott Hotel, VA.

- ☐ Check enclosed in the amount of \$ _____
- ☐ Bill me in the amount of \$ _____ on Purchase Order # _____.
Payment must be received before conference.
- ☒ Federal Information Systems & Services Program client attending at no charge.

Name: Debra Del Mar

Title: Director of Defense Marketing Support

Company: American Management Systems

Address: Director of Defense Marketing Support

City: 1777 North Kent St. Arlington, VA 22207

Telephone: (703) 841-6497 Signature: _____

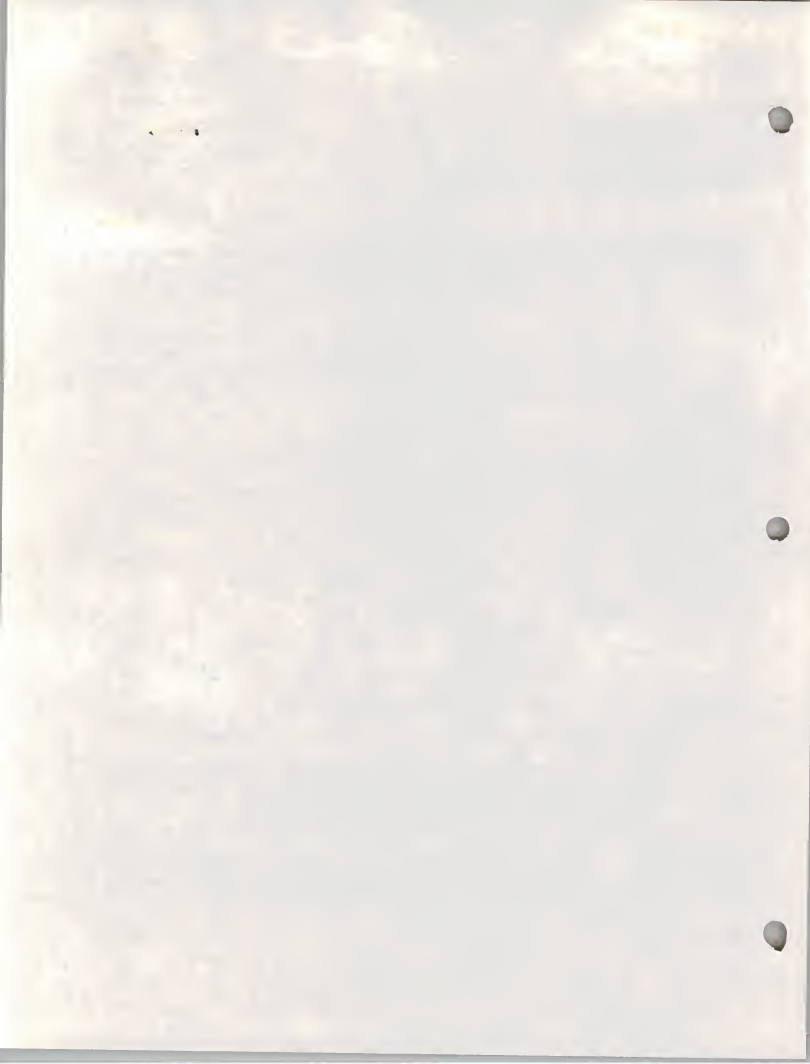
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YES! I want to register for the INPUT conference(s) indicated below

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- ☐ Systems Integration I (April 11 & 12)
☐ Information Services Industry Executive (April 13 & 14)
☐ Customer Service—Europe (April 19 & 20)
☐ Electronic Data Interchange—Europe (May 11 & 12)
☐ Customer Service (June 1 & 2)
☒ Federal Information Systems and Services (June 7 & 8)
☐ Electronic Data Interchange—North America (July 18 & 19)
☒ INPUT's Annual Executive Conference (October 23-25)
☐ Multinational Networks (October 31 & November 1)
☐ Systems Integration II (November 2 & 3)
☐ Annual Executive Conference—Europe (November 15 & 16)

AMERICAN MANAGEMENT SYSTEMS, INC.

Company

DEBRA DEL MAR

Name

DIRECTOR OF DEFENSE MARKETING SUPPORT

Title

1777 NORTH KENT STREET

Address

ARLINGTON

City

(703) 841-6497

Phone

Debra Delman

Signature

VA

State

22209

ZIP

- ☐ Check enclosed with this card
☐ Register me and bill my company on PO# _____
☒ I am an INPUT subscription program client, registering 3 attendees per my contract registering _____ attendees at the reduced rate
☒ I would like more information; please send me an agenda/brochure for the indicated conference(s)
☐ Please have a representative call me

INPUT®

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Mountain View, CA 94041
415-961-3300



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INPUT[®]

1280 Villa Street

Mountain View, CA 94041-9912



INPUT

Federal Information Systems &
Services Conference
June 7-8, 1989
Tysons Corner Marriott Hotel, VA

Register today
by calling
415-961-3300
or 703-847-6870

Fee Schedule

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Registration Form

Yes! Please sign me up for the Federal Information Systems & Services Conference, June 7-8, 1989 at Tysons Corner Marriott Hotel, VA.

- ☐ Check enclosed in the amount of \$ _____
- ☐ Bill me in the amount of \$ _____ on Purchase Order # _____.
Payment must be received before conference.
- ☒ Federal Information Systems & Services Program client attending at no charge.

Name: Bill Grady

Title: Director

Company: Bell Atlantic

Address: 1310 North Carthouse Road 8th Floor

City: Arlington State VA Zip 22201

Telephone: (703) 974-8560 Signature: _____

(Please duplicate this form for additional attendees and return the forms together)

Conference space is limited! To ensure your reservations, either mail this form to Janet Storie, Conference Coordinator, INPUT, 1280 Villa Street, Mountain View, CA 94041-1194, or call her at (415) 961-3300.

You can also FAX your registration to us at (415) 961-3966.

Hotel reservation information will be sent upon receipt of this form.

Cancellations must be in writing. Cancellations received between May 8 and May 26 will be assessed a \$50 cancellation fee. No refunds will be given after May 26, 1989.

CONTACT REPORT

Continuation

COMPANY _____

NAME _____

INPUT

Federal Information Systems &
Services Conference
June 7-8, 1989
Tysons Corner Marriott Hotel, VA

Register today

- by calling

415-961-3300

or 703-847-6870

Fee Schedule

The regular conference fee is \$750.00; (no discount for second attendees). Per their contract, subscribers to INPUT's Federal Information Systems & Services Program may send three representatives at no charge. Additional attendees from the same company, \$250.00.

Registration Form

Yes! Please sign me up for the Federal Information Systems & Services Conference, June 7-8, 1989 at Tysons Corner Marriott Hotel, VA.

- ☐ Check enclosed in the amount of \$ _____
- ☐ Bill me in the amount of \$ _____ on Purchase Order # _____.
- Payment must be received before conference.
- ☒ Federal Information Systems & Services Program client attending at no charge.

Name: Ray McInnis

Title: Director, Plans & Programs

Company: Unisys Defense Systems

Address: 8201 Greenboro Drive

City: McLean State VA Zip 22101

Telephone: (703) 847-3479 Signature: _____

(Please duplicate this form for additional attendees and return the forms together)

Conference space is limited! To ensure your reservations, either mail this form to Janet Storie, Conference Coordinator, INPUT, 1280 Villa Street, Mountain View, CA 94041-1194, or call her at (415) 961-3300.

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 YES! I want to register for the INPUT conference(s) indicated below

1989 INPUT CONFERENCES

- ☐ Systems Integration I(April 11 & 12)
- ☐ Information Services Industry Executive(April 13 & 14)
- ☐ Customer Service—Europe(April 19 & 20)
- ☐ Electronic Data Interchange—Europe(May 11 & 12)
- ☐ Customer Service(June 1 & 2)
- ☒ Federal Information Systems and Services(June 7 & 8)
- ☐ Electronic Data Interchange—North America(July 18 & 19)
- ☒ INPUT's Annual Executive Conference(October 23-25)
- ☐ Multinational Networks(October 31 & November 1)
- ☐ Systems Integration II(November 2 & 3)
- ☐ Annual Executive Conference—Europe(November 15 & 16)

UNISYS DEFENSE SYSTEMS

Company *RAY MCINNIS*

Name *DIRECTOR, PLANS & PROGRAMS*

Title *8201 GREENSBORO DRIVE*

Address *MCLEAN VA 22101*

City *703-847-3479* State ZIP

Phone *Ray McInnis*

Signature

- ☐ Check enclosed with this card
- ☐ Register me and bill my company on PO# _____
- ☒ I am an INPUT subscription program client, registering 1 attendees per my contract registering _____ attendees at the reduced rate
- ☐ I would like more information; please send me an agenda/brochure for the indicated conference(s)
- ☐ Please have a representative call me

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1280 Villa Street
Mountain View, CA 94041
415-961-3300

66



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Registration Form

Yes! Please sign me up for the Federal Information Systems & Services Conference, June 7-8, 1989 at Tysons Corner Marriott Hotel, VA.

- ☐ Check enclosed in the amount of \$ _____
- ☐ Bill me in the amount of \$ _____ on Purchase Order # _____.
Payment must be received before conference.
- ☒ Federal Information Systems & Services Program client attending at no charge.

Name: Pat D'Innocenzo
Title: Manager of Market Planning
Company: Bell Atlantic
Address: 1310 North Courthouse Rd. 8th Floor
City: Arlington State VA Zip 22201
Telephone: (703) 974-8560 Signature: _____

(Please duplicate this form for additional attendees and return the forms together)

Conference space is limited! To ensure your reservations, either mail this form to Janet Storie, Conference Coordinator, INPUT, 1280 Villa Street, Mountain View, CA 94041-1194, or call her at (415) 961-3300.

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- ☐ Bill me in the amount of \$ _____ on Purchase Order # _____.
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- ☐ Federal Information Systems & Services Program client attending at no charge.

Name: Bob Smoot
Title: Navy Marketing
Company: American Management Systems
Address: 1777 North Kent St.
City: Arlington State VA Zip 22209
Telephone: (703) 841-6497 Signature: _____

(Please duplicate this form for additional attendees and return the forms together)

Conference space is limited! To ensure your reservations, either mail this form to Janet Storie, Conference Coordinator, INPUT, 1280 Villa Street, Mountain View, CA 94041-1194, or call her at (415) 961-3300.

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Registration Form

Yes! Please sign me up for the Federal Information Systems & Services Conference, June 7-8, 1989 at Tysons Corner Marriott Hotel, VA.

- ☐ Check enclosed in the amount of \$ _____
☐ Bill me in the amount of \$ _____ on Purchase Order # _____.
Payment must be received before conference.
☒ Federal Information Systems & Services Program client attending at no charge.

Name: LINDA WOODS
Title: MARKET ANALYST MANAGER
Company: DIGITAL EQUIPMENT CORPORATION
Address: CONTINENTAL BOULEVARD, MK02-1/D05
City: MERRIMACK State NH Zip 03054
Telephone: (603) 884-4396 Signature: _____

(Please duplicate this form for additional attendees and return the forms together)

Conference space is limited! To ensure your reservations, either mail this form to Janet Storie, Conference Coordinator, INPUT, 1280 Villa Street, Mountain View, CA 94041-1194, or call her at (415) 961-3300.

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Cancelled
5-31
mark



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Services Conference
June 7-8, 1989
Tysons Corner Marriott Hotel, VA

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- ☐ Check enclosed in the amount of \$ _____
- ☐ Bill me in the amount of \$ _____ on Purchase Order # _____.
Payment must be received before conference.
- ☒ Federal Information Systems & Services Program client attending at no charge.

Name: Rick Brumback

Title: A Director of Defense Marketing Support

Company: American Management Systems

Address: 1777 North Kent Street

City: Arlington State VA Zip 22209

Telephone: (703) 841-6497 Signature: _____

(Please duplicate this form for additional attendees and return the forms together)

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June 7-8, 1989
Tysons Corner Marriott Hotel, VA

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415-961-3300
or 703-847-6870

On list as SAM -

Fee Schedule

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doesn't need hotel

Registration Form

Yes! Please sign me up for the Federal Information Systems & Services Conference, June 7-8, 1989 at Tysons Corner Marriott Hotel, VA.

- ☐ Check enclosed in the amount of \$ _____ ?
- ☒ Bill me in the amount of \$ 750.00 on Purchase Order # _____.
- Payment must be received before conference.
- ☐ Federal Information Systems & Services Program client attending at no charge.

Name: STEPHEN A MORGAN

Title: BUSINESS ANALYST

Company: EDS

Address: 13600 EDS DRIVE HERNDON VA 22071

City: _____ State _____ Zip _____

Telephone: (703) 742-1448 Signature: Stephen A. Morgan

(Please duplicate this form for additional attendees and return the forms together)

Conference space is limited! To ensure your reservations, either mail this form to Janet Storie, Conference Coordinator, INPUT, 1280 Villa Street, Mountain View, CA 94041-1194, or call her at (415) 961-3300.

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**ATTENTION
MARK DRINKO**



EDS**FAX TRANSMITTAL**

Federal Marketing and Sales Division

DATE: 6/1TIME: 5:00 PMTO: MARK DRISCO

Address: _____

Telephone #: ()FAX Phone#: (415) 961-3966Total Pages Sent (including cover page): 2FROM: SAM MORGANAddress: Electronic Data Systems
13600 EDS Drive
Herndon, Virginia 22071Telephone #: (703) 742-1448 8-432-

FAX Phone#: (703) 742-1501 8-432-1501

(MESSAGE)

6/1 Badge is in
the name
of Sam. - ok

6/2 OK for ✓

Mark,
I hope this it,
As far as payment, I'm thinking
I can bring a check with me
if possible.

If this is not acceptable, Please let
me know.

Sam



INPUT

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Services Conference
June 7-8, 1989
Tysons Corner Marriott Hotel, VA

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by calling
415-961-3300
or 703-847-6870

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Registration Form

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- ☐ Check enclosed in the amount of \$ _____
☐ Bill me in the amount of \$ _____ on Purchase Order # _____.
Payment must be received before conference.
☒ Federal Information Systems & Services Program client attending at no charge.

Name: Greg Shuk
Title: Manager of Complex Systems - Federal Systems Area
Company: Apple
Address: 1892 Preston White
City: Boston State VA Zip 22091
Telephone: (703) 264-5384 Signature: _____

(Please duplicate this form for additional attendees and return the forms together)

Conference space is limited! To ensure your reservations, either mail this form to Janet Storie, Conference Coordinator, INPUT, 1280 Villa Street, Mountain View, CA 94041-1194, or call her at (415) 961-3300.

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- ☐ Check enclosed in the amount of \$ _____
- ☐ Bill me in the amount of \$ _____ on Purchase Order # _____.
Payment must be received before conference.
- ☐ Federal Information Systems & Services Program client attending at no charge.

Name: Unisys / Ray McGinnis

Title: Director Plans + Programs

Company: _____

Address: _____

City: _____ State _____ Zip _____

Telephone: (703) 847-3479 Signature: _____

*- phoned
in
Client No Charge*

(Please duplicate this form for additional attendees and return the forms together)

Conference space is limited! To ensure your reservations, either mail this form to Janet Storie, Conference Coordinator, INPUT, 1280 Villa Street, Mountain View, CA 94041-1194, or call her at (415) 961-3300.

You can also FAX your registration to us at (415) 961-3966.

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INPUT

Eleventh-Annual Executive
Conference for Information Systems
and Services
October 23-25, 1989
The Mark Hopkins Inter-Continental
Hotel, San Francisco

Register today
by calling
415-961-3300

Fee Schedule

The regular conference fee is \$1,195.00; \$895.00 for additional attendees from the same company. All INPUT clients, from all programs, may attend as part of their service contracts. Each program subscription entitles a client firm to 2 free registrations up to a total of 5 if the firm is a multiple program subscriber. After 5 free registrations, each additional registrant is \$895. Non-program attendees, each additional registrant from the same company is \$895.00.

Registration Form

Yes! Please sign me up for the 11th Annual Executive Conference, October 23-25, 1989 at the Mark Hopkins Inter-Continental Hotel, San Francisco, CA.

- ☐ Check enclosed in the amount of \$ _____
☐ Bill me in the amount of \$ _____ on Purchase Order # _____.
Payment must be received before conference.
☒ Program client attending at no charge.

Name: Robert L. Wolf
Title: Director, Market Planning
Company: Deere Gromman Data Systems
Address: 16862 Elm Street Suite 500
City: McLean State VA Zip 22107
Telephone: (703) 760-0112 Signature: _____

(Please duplicate this form for additional attendees and return the forms together)

Conference space is limited! To ensure your reservations, either mail this form to Janet Storie, Conference Coordinator, INPUT, 1280 Villa Street, Mountain View, CA 94041-1194, or call her at (415) 961-3300.

You can also FAX your registration to us at (415) 961-3966.

Hotel reservation information will be sent upon receipt of this form.
Cancellations must be in writing. Cancellations received between September 25 and October 9 will be assessed a \$50 cancellation fee. No refunds will be given after October 9, 1989.



DATE WRITTEN: 2/24/89

| | | | | |
|---|---|---|---------------------------------|-------------------------------|
| COMPANY: <u>Apple</u> | INPUT Staff: | REASON: | RELATING TO: | |
| NAME: <u>Ana Cheslaw</u> | (INIT.) <u>JC</u> | <input checked="" type="checkbox"/> Sales | <input type="checkbox"/> UISP | <input type="checkbox"/> M/C |
| TITLE: <u>Manager of Market Programs</u> | (INIT.) <u>JC</u> | <input type="checkbox"/> Marketing | <input type="checkbox"/> CAMS | <input type="checkbox"/> FCSP |
| ADDRESS: <u>20525 Mariani Blvd.</u> | <input checked="" type="checkbox"/> Phone | <input type="checkbox"/> Interview | <input type="checkbox"/> MAPS | <input type="checkbox"/> EDIS |
| <u>Cupertino 95015</u> | <input type="checkbox"/> Visit | <input type="checkbox"/> Present'n | <input type="checkbox"/> FISSP | <input type="checkbox"/> OAAP |
| <u>ms # 63B</u> | Contact Date: _____ | <input type="checkbox"/> Hotline | <input type="checkbox"/> CUSTOM | <input type="checkbox"/> CSPE |
| PHONE: <u>(408) 974 - 8257</u> | | <input type="checkbox"/> Support | <input type="checkbox"/> OTHER | <input type="checkbox"/> ISPE |
| | | <input type="checkbox"/> Other: | <input type="checkbox"/> MNP | <input type="checkbox"/> SIP |
| | | | ID <u>Conf.</u> | |

Interested in FISSP Conf. - June 7+8

Put a call into Jim Kerrigan to see what kind of info we have to send them.

* Send info ASAP. No Info for 1 monthCall Scot Lewis for Add. Attendee discount- Let Ann know

Lm on 3/6 - give her pricing - let her know Agenda list for 1 month

3/17 - Ann Sent all conf. brochure

Follow up for Fed Conference

4/30

☐ EXTRA PAGE(S) ATTACHED

| ACTION DIST. | TIME REQUIRED | DESCRIBE ACTION OR FOLLOW-UP | BY WHEN | DONE | INFO DIST. |
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(Check all that apply)

☐ MAIL LIST ☐ Client ☐ Prospect ☐ Press ☐ Financial ☐ Key Contact ☐ Decision Maker ☐ Product User

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10/88 (R)

CONTACT REPORT

Continuation

COMPANY _____

NAME _____

INPUT[®]

1280 Villa Street, Mountain View, CA 94041-1194

(415) 961-3300

Telex 171407

FAX (415) 961-3966

March 6, 1989

Ms. Ann Cheslaw
Apple Computers
20525 Mariani Drive
Cupertino, CA 95014

Dear Ms. Cheslaw:

Thanks for your interest in our Federal Information Systems and Services Conference, June 1&2, 1989.

The Conference is going to be held at the Tysons Corner Marriott Hotel in Tysons Corner, Virginia. Registration fees are as follows:

*\$750.00 for each non INPUT FISSP client registrant.

*INPUT FISSP clients, 3 may attend as part of your service contract, each additional attendee, \$250.00

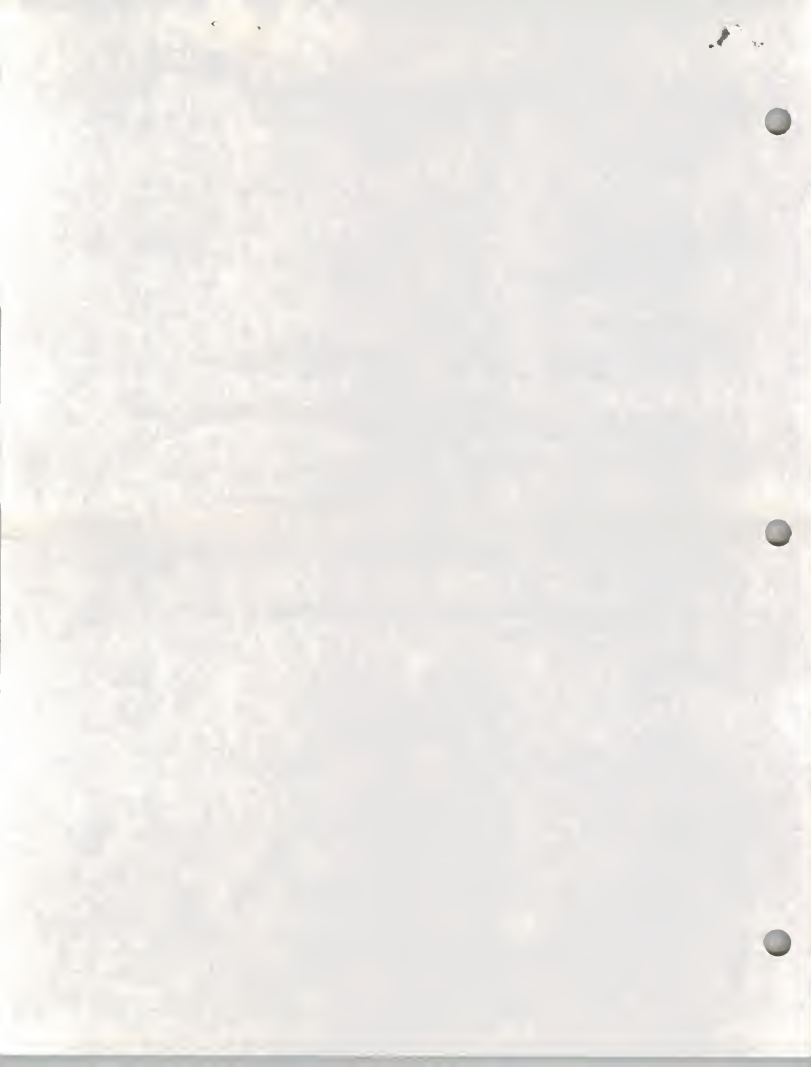
The agenda should be completed within the next month. I will send you a copy as soon as one becomes available.

Once again, thank you for your interest! If you have any further questions or requests, please contact me.

Sincerely,

Janet Storie
Conference Coordinator

JS/sj



DATE WRITTEN: 4/17/89

| | | | |
|---|---|------------------------------------|--|
| COMPANY: <u>American Management Systems Inc.</u> | INPUT Staff: <u>jp</u> | REASON: | RELATING TO: |
| NAME: <u>Debra Delmar</u> | (INIT.) <u>jp</u> | <input type="checkbox"/> Sales | <input type="checkbox"/> UISP <input type="checkbox"/> M/C |
| TITLE: <u>Director of Defense Marketing Support</u> | (INIT.) | <input type="checkbox"/> Marketing | <input type="checkbox"/> CAMS <input type="checkbox"/> FCSF |
| ADDRESS: <u>1777 North Kent Street</u> | <input checked="" type="checkbox"/> Phone | <input type="checkbox"/> Interview | <input type="checkbox"/> MAPS <input type="checkbox"/> EDIS |
| <u>Arlington, VA 22201</u> | <input type="checkbox"/> Visit | <input type="checkbox"/> Present'n | <input type="checkbox"/> FISSP <input type="checkbox"/> OAA |
| PHONE: <u>(703) 1841 - 6497</u> | Contact Date: _____ | <input type="checkbox"/> Hotline | <input type="checkbox"/> CUSTOM <input type="checkbox"/> CSP |
| | | <input type="checkbox"/> Support | <input type="checkbox"/> OTHER <input type="checkbox"/> ISPE |
| | | <input type="checkbox"/> Other: | <input type="checkbox"/> MNP |
| | | | <input type="checkbox"/> SIP |
| | | | ID _____ |

Signed up for both the Federal + ~~Inter~~ 1st Annual Conferences

Also signed up Rick Brumback

Director of Business Development

Bob Smart - Navy Marketing for both Conferences!

- No change for either per their contract.

☐ EXTRA PAGE(S) ATTACHE

| ACTION | DISC | TIME REQUIRED | DESCRIBE ACTION OR FOLLOW-UP | BY WHEN | DONE | INFO DI |
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(Check all that apply)

☐ MAIL LIST ☐ Client ☐ Prospect ☐ Press ☐ Financial ☐ Key Contact ☐ Decision Maker ☐ Product User

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• Branch Contact File

• Sales Acct. Rep.

• Originator

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10/88



INPUT®

CONTACT REPORT

DATE WRITTEN: 3/24/89

| | | | |
|---------------------------------|---|------------------------------------|---|
| COMPANY: <u>Vanguard</u> | INPUT Staff: | REASON: | RELATING TO: |
| NAME: <u>Jennifer Collins</u> | (INIT.) <u>jc</u> | <input type="checkbox"/> Sales | <input type="checkbox"/> UISP <input type="checkbox"/> W/C |
| TITLE: _____ | (INIT.) _____ | <input type="checkbox"/> Marketing | <input type="checkbox"/> CAMS <input type="checkbox"/> FCSF |
| ADDRESS: _____ | <input checked="" type="checkbox"/> Phone | <input type="checkbox"/> Interview | <input type="checkbox"/> MAPS <input type="checkbox"/> EDIS |
| _____ | <input type="checkbox"/> Visit | <input type="checkbox"/> Present'n | <input type="checkbox"/> FISSP <input type="checkbox"/> OAAF |
| _____ | Contact Date: _____ | <input type="checkbox"/> Hotline | <input type="checkbox"/> CUSTOM <input type="checkbox"/> CSPE |
| PHONE: <u>(703) 1273 - 0500</u> | _____ | <input type="checkbox"/> Support | <input type="checkbox"/> OTHER <input type="checkbox"/> ISPE |
| | | <input type="checkbox"/> Other: | <input type="checkbox"/> MNP |
| | | | <input type="checkbox"/> SIP |
| | | | ID _____ |

FAX 703-273-5526 - Send Fax on Federal Conference -
 send Reg form + All Conf Brochure. ~~Send~~ Agencies
 when available.
 Follow up in May

☐ EXTRA PAGE(S) ATTACHE

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(Check all that apply)

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• Originator

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 10/88

